

VIRGINIA REAL ESTATE BOARD

EDUCATION COMMITTEE MEETING REPORT

November 5, 2008 Meeting

The Real Estate Board Education Committee met on Wednesday, November 5, 2008, at the Department of Professional and Occupational Regulation in Richmond.

Committee Members present: Judith Childress, Chair
 Scott Gaeser
 Byrl P. Taylor

Staff Member present: Kevin Hoeft, Education Administrator

The meeting was called to order at 3:10 p.m.

A motion was made and approved unanimously to approve the agenda.

The following actions were taken:

A. One Proprietary School Application was reviewed and approved:

1. Data Connection, LLC, dba RealEstateCE.com.
 Russellville, TN; Contact: Jeff Zanzinger

B. Eighty-six Continuing Education Courses were reviewed. Of these courses:

Eighteen applications for previously approved continuing education courses offered by approved schools were approved:

1. 58872 VA Broker Management & Agent Supervision (On-line), 8 hours Broker Management, RAR
2. 58873 8 hour Mandatory CE Renewal Package (On-line), 2 hours Fair Housing, 3 hours Ethics & Standards of Conduct, 1 hour Legal Updates, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, The Frederick Academy of Real Estate
3. 58876 VA Broker Management and Agent Supervision (On-line), 8 hours Broker Management, Moseley-Dickinson School of Real Estate
4. 58928 VA Broker Management and Agent Supervision (On-line), 8 hours Broker Management,

- Cooke Real Estate School
5. 58950 Buyer Representation in Real Estate (On-line), 4 hours Real Estate Related, Cooke Real Estate School
 6. 58951 Real Estate & Taxes! What Every Agent Should Know (On-line), 4 hours Real Estate Related, Cooke Real Estate School
 7. 58952 VA 8-hour Mandatory Continuing Education (On-line), 2 hours Fair Housing, 3 hours Ethics and Standards of Conduct, 1 hour Legal Updates, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, Cooke Real Estate School
 8. 58958 VA Broker Management and Agent Supervision (On-line), 8 hours Broker Management, ACT WEB Services
 9. 58972 Introduction to Commercial Real Estate Sales (On-line), 4 hours Real Estate Related, Alpha College of Real Estate
 10. 58973 Commercial Real Estate: Understanding Investments (On-line), 4 hours Real Estate Related, Alpha College of Real Estate
 11. 58974 Property Management & Managing Risk (On-line), 4 hours Real Estate Related, Alpha College of Real Estate
 12. 58975 Commercial Real Estate: Listing Properties (On-line), 4 hours Real Estate Related, Alpha College of Real Estate
 13. 58976 Understanding 1031 Tax-Free Exchanges (On-line), 4 hours Real Estate Related, Alpha College of Real Estate
 14. 58977 Sustainable Housing and Building Green (On-line), 8 hours Real Estate Related, ACT WEB Services
 15. *58978 2008 Ethics Seminar, 3 hours of Ethics and Standards of Conduct, Prince William Association of Realtors
 16. 58986 VA Broker Management and Agent Supervision (On-line), 8 hours Broker Management, The Real Estate Academy, Inc.
 17. *59000 Social Media Risk Management, 2 hours Real Estate Related, VAR
 18. 59069 VA Broker Management and Agent Supervision (On-line), 8 hours Broker Management, Coldwell Banker Residential Brokerage School of Real Estate

Sixty applications for original continuing education courses offered by approved schools were considered. Of these, 59 courses were approved outright, and one course (58927) was approved with reduced course hours:

1. *58870 Avoiding Financing Deal Killers in Today's Lending Environment, 1 hour Real Estate Related, Central Virginia School of Real Estate
2. 58888 Working with Rentals, 2 hours Real Estate Related, Carruthers Academy of Real Estate
3. *58889 Escrows, 2 hours Legal Updates, Provident School of Real Estate
4. 58891 1031 Exchanges for Real Estate Professionals, 3 hours Legal Updates, Wilhelm & Associates, Ltd.
5. *58892 4 Hour Ethics - Acting with Integrity (On-line), 4 hours Ethics and Standards of Conduct, Alpha College of Real Estate
6. *58896 Vacant Land: Acquisition, Land Use/Development and Taxation, 1 hour Real Estate Contracts, 2 hours Real Estate Related, Univ. of Virginia School of Continuing & Professional Studies
7. *58898 4 Hour Ethics in Today's Real Estate World, 4 hours Ethics and Standards of Conduct, Alpha College of Real Estate
8. *58900 Short Sale Solutions, 3 hours Real Estate Related, Carruthers Academy of Real Estate
9. *58906 Retail Market: Site Selection, Development, Title Insurance, 3 hours Real Estate Related, Univ. of Virginia School of Continuing & Professional Studies
10. *58908 Investment Market: Acquisition, Sales and Exchanges, 3 hours Real Estate Related, Univ. of Virginia School of Continuing & Professional Studies
11. *58910 18th Annual Real Estate Trends Conference, 4 hours Real Estate Related, VCU School of Business - Real Estate Program
12. *58913 4 Hour Environmental Issues in your Real Estate Practice (On-line), 4 hours Real Estate Related, Alpha College of Real Estate
13. *58915 4 Hour The Truth About Mold (On-line), 4 hours Real Estate Related, Alpha College of Real Estate

14. *58917 6 Hour Ethics in Today's Real Estate World (On-line), 6 hours Ethics and Standards of Conduct, Alpha College of Real Estate
15. *58919 4 Hour Risk Management (On-line), 4 hours Real Estate Related, Alpha College of Real Estate
16. *58921 1 Hour Termite & Moisture Inspection, 1 hour Real Estate Related, Alpha College of Real Estate
17. 58924 Processing and Closing Real Estate Loans (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc.
18. *58925 The Landlord/Agent Relationship, 2 hours Real Estate Related, VAR
19. 58927 Feng Shui for Realtors, 3 hours Real Estate Related, Feng Shui Technology
20. *58929 Game Plan - Your Step by Step Guide to Using Today's Technology in Real Estate, 2 hours Real Estate Related, Dulles Area Association of Realtors
21. *58959 Short Sales, 1 hour Real Estate Related, RAR
22. *58961 Ethics, 3 hours Ethics & Standards of Conduct, Old Dominion Real Estate Institute
23. 58963 Cracking the Code of Ethics (On-line), 4 hours Real Estate Related, The CE Shop
24. *58964 CVRMLS Rules & Regulations, 2 hours Real Estate Related, RAR
25. *58966 Financing 100, 2 hours Real Estate Related, Piedmont School of Real Estate
26. *58968 Writing Effective Contracts (On-line-Video), 2 hours Real Estate Contracts, Alpha College of Real Estate
27. *58970 Legal Updates (On-line-Video), 2 hours Legal Updates, Alpha College of Real Estate
28. *58980 FHA Door That Is Still Open to Homeowners, 3 hours Real Estate Related, Prince William Association of Realtors
29. *58982 Legal Updates & Emerging Trends, 3 hours Legal Updates, PWAR
30. 58984 Real Estate Joint Ventures, 4 hours Legal Updates, 8 hours Real Estate Related, Law Seminars International
31. 58985 Commercial Real Estate Leases, 4 hours Legal Updates, 8 hours Real Estate Related, Law Seminars International

32. *58987 Industrial Sites: Acquisition, Development and Environmental Due Diligence, 3 hours Real Estate Related, Univ. of VA School of Continuing & Professional Studies
33. 58990 Principles of Commercial Mortgage Servicing, 8 hours Real Estate Related, NVAR
34. *58991 Current Issues & The Hampton Roads Fair Housing Audit, 3 hours Fair Housing, Housing Opportunities Made Equal of VA, Inc.
35. *58993 RI 410: The Code of Ethics is Good Business, 3 hours Ethics & Standards of Conduct, 4 hours Real Estate Related, VAR
36. *58998 RI 408: Tax & Investment Strategies for Real Estate, 7 hours Real Estate Related, VAR
37. *59002 Short Sales Seminar, 1 hour Real Estate Related, VAR
38. *59014 Advanced Buyer Agency, 3 hours Real Estate Agency, Williamsburg Real Estate School
39. *59016 Systems for Superior Service, 3 hours Real Estate Related, Williamsburg Real Estate School
40. *59018 Post Listing Evaluation in a Down Market, 2 hours Real Estate Related, Williamsburg Real Estate School
41. 59021 Best Practices in Commercial Office Leasing:The Project Manager's Perspective, 1 hour Real Estate Related, GCAAR
42. 59022 Mediation and Conflict Resolution for the Broker Manager, 2 hours Broker Management, Peninsula Real Estate School
43. *59023 Night Court: Realtor Feud (Agency/Fair Housing/Contracts/Law Changes), 2 hours Real Estate Related, Peninsula Real Estate School
44. *59030 Understanding 1031 Tax Free Exchanges **(CRP)**, 4 hours Real Estate Related, Alpha College of Real Estate
45. *59034 Commercial Real Estate - Understanding Investment **(CRP)**, 8 hours Real Estate Related, Alpha College of Real Estate
46. *59036 Introduction to Commercial Real Estate **(CRP)**, 6 hours Real Estate Related, Alpha College of Real Estate

- 47. *59038 Commercial Real Estate: Listing Properties **(CRP)**, 8 hours Real Estate Related, Alpha College of Real Estate
- 48. *59040 Property Management & Managing Risk **(CRP)**, 4 hours Real Estate Related, Alpha College of Real Estate
- 49. 59042 Managing Technology for your Office - Part 1, 2 hours Broker Management, Peninsula Real Estate School
- 50. 59043 Best Practices in Commercial Office Leasing: The Attorney's Perspective, 1 hour Real Estate Related, GCAAR
- 51. *59044 Business Planning #1 - The Elements of Business Planning & Economic Model, 4 hours Real Estate Related, Top Producer Academy of Real Estate
- 52. *59046 Business Planning #2 - Prospecting & The Lead Generation Business Model, 4 hours Real Estate Related, Top Producer Academy of Real Estate
- 53. *59048 Business Planning #3 - The Budget Planning Model & The Organizational Model, 4 hours Real Estate Related, Top Producer Academy of Real Estate
- 54. *59050 Business Planning #4 - Goal Setting & Writing the Plan, 4 hours Real Estate Related, Top Producer Academy of Real Estate
- 55. *59052 The Government Response to the 2008 Real Estate Crisis/VHDA, 3 hours Real Estate Related, Central Virginia School of Real Estate
- 56. *59054 FHA Basics for Real Estate Professionals (On-line), 3 hours Real Estate Related, U.S. Dept. of Housing & Urban Development/FHA
- 57. *59056 Short Sales, Disclosure, Agency, REIN & WAAR, Taxes, 2 hours Legal Updates, Liz Moore University, LLC
- 58. *59058 Real Estate Contracts, 4 hours Real Estate Contracts, Alpha College of Real Estate
- 59. 59067 Introduction to the Real Estate Profession - Part 2, 3 hours Real Estate Related, NRVAR
- 60. 59068 Introduction to the Real Estate Profession - Part 1, 3 hours Real Estate Related, NRVAR

Eight applications for original continuing education courses offered by a school with a pending proprietary school application were approved:

1. 58875 8 hours Broker and Salesperson Mandatory Topics (On-line), 2 hours Fair Housing, 3 hours Ethics & Standards of Conduct, 1 hour Legal Updates, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, Data Connection, LLC
2. 58877 3 hours Environmental Review (On-line), 3 hours Real Estate Related, Data Connection, LLC
3. 58878 5 hours Investment Real Estate (On-line), 5 hours Real Estate Related, Data Connection, LLC
4. 58879 5 hours How to Keep You and Your Broker Out of Court (On-line), 5 hours Real Estate Related, Data Connection, LLC
5. 58880 8 hours Commercial Group Investing & Disposition (On-line), 8 hours Real Estate Related, Data Connection, LLC
6. 58881 8 hours Fundamentals of Commercial Real Estate (On-line), 8 hours Real Estate Related, Data Connection, LLC
7. 58882 8 hours Understanding Cities & the Demand for Real Estate (On-line), 8 hours Real Estate Related, Data Connection, LLC
8. 59020 8 hours Broker Mandatory Topics (On-line), 8 hours Broker Management, Data Connection, LLC

C. Sixty-three Post License Education Courses were reviewed. Of these courses:

Two applications for previously approved post license education courses offered by approved schools were approved:

1. *58979 2008 Ethics Seminar (Ethics and Standards of Conduct/Current Industry Issues and Trends), 3 hours Residential Real Estate Mandatory Topics, PWAR
2. *59901 Social Media Risk Management (Technology), 2 hours Residential Real Estate Elective Topics, VAR

Sixty-one applications for original post license education courses offered by approved schools were approved:

1. 58867 Selling Process (On-line), 3 hours
Residential Real Estate Elective Topics,
Dearborn Financial Publishing, Inc.
2. 58868 Financing Properties (Finance (On-line), 3
hours Residential Real Estate Elective
Topics, Dearborn Financial Publishing,
Inc.
3. *58871 Avoiding Financing Deal Killers in Today's
Lending Environment (Other Real Estate
Related), 1 hour Residential Real Estate
Elective Topics, Central Virginia School
of Real Estate
4. *58890 Escrows (Other Real Estate Related), 2
hours Residential Real Estate Elective
Topics, Provident School of Real Estate
5. *58893 3 Hour Ethics - Acting with Integrity
(Ethics and Standards of Conduct/Current
Industry Issues and Trends (On-line), 3
hours Residential Real Estate Mandatory
Topics, Alpha College of Real Estate
6. *58897 Vacant Land: Acquisition, Land
Use/Development, and Taxation (Other Real
Estate Related), 3 hours Commercial Real
Estate Elective Topics, Univ. of Virginia
School of Continuing & Professional
Studies
7. *58899 3 Hour Ethics in Today's Real Estate World
(Ethics and Standards of Conduct/Current
Industry Issues & Trends), 3 hours
Residential Real Estate Mandatory Topics,
Alpha College of Real Estate
8. *58901 Short Sale Solutions (Other Real Estate
Related), 3 hours Residential Real Estate
Elective Topics, Carruthers Academy of
Real Estate
9. *58907 Retail Market: Site Selection,
Development, Title Insurance (Other Real
Estate Related), 3 hours Commercial Real
Estate Elective Topics, Univ. of Virginia
School of Continuing & Professional
Studies
10. *58909 Investment Market: Acquisition, Sales and
Exchanges (Other Real Estate Related), 3
hours Commercial Real Estate Elective

- Topics, Univ. of Virginia School of Continuing & Professional Studies
11. *58911 18th Annual Real Estate Trends Conference (Other Real Estate Related), 4 hours Commercial Real Estate Elective Topics, VCU School of Business - Real Estate Program
 12. *58914 4 Hour Environmental Issues in your Real Estate Practice (Other Real Estate Related (On-line), 4 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
 13. *58916 4 Hour The Truth About Mold (Other Real Estate Related (On-line), 4 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
 14. *58918 3 Hour Ethics in Today's Real Estate World (Ethics & Standards of Conduct/Current Industry Issues & Trends (On-line), 3 hours Residential Real Estate Mandatory Topics, Alpha College of Real Estate
 15. *58920 4 Hour Risk Management (Other Real Estate Related (On-line), 4 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
 16. *58922 1 Hour Termite & Moisture Inspection (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Alpha College of Real Estate
 17. 58923 Working with Rentals (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Carruthers Academy of Real Estate
 18. *58926 The Landlord/Agent Relationship (Tenant/Landlord Relationship), 2 hours Property Management Elective Topics, VAR
 19. *58930 Game Plan - Your Step by Step Guide to Using Today's Technology in Real Estate (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Dulles Area Association of Realtors
 20. 58953 Land Use (Land Use Issues (On-line), 1 hour Residential Real Estate Elective Topics, Dearborn Financial Publishing
 21. 58954 Ethics & Standards of Conduct/Current Industry Issues & Trends (On-line), 3 hours Residential Real Estate Mandatory Topics, Dearborn Financial Publishing

22. 58955 Agency Law (On-line), 3 hours Residential Real Estate Mandatory Topics, Dearborn Financial Publishing
23. 58956 Offer to Purchase (On-line), 3 hours Residential Real Estate Mandatory Topics, Dearborn Financial Publishing
24. 58957 Real Estate Law (On-line), 3 hours Residential Real Estate Mandatory Topics, Dearborn Financial Publishing
25. *58960 Short Sales (Finance), 1 hour Residential Real Estate Elective Topics, RAR
26. *58962 Ethics (Ethics & Standards of Conduct/Current Industry Issues and Trends), 3 hours Residential Real Estate Mandatory Topics, Old Dominion Real Estate Institute
27. *58965 CVRMLS Rules & Regulations (Technology), 2 hours Residential Real Estate Elective Topics, RAR
28. *58967 Financing 100 (Finance), 2 hours Residential Real Estate Elective Topics, Piedmont School of Real Estate
29. *58969 Writing Effective Contracts (Other Real Estate Related (On-line-Video), 2 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
30. *58971 Legal Updates (Other Real Estate Related (On-line-Video), 2 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
31. *58981 FHA Door That Is Still Open to Homeowners (Finance), 3 hours Residential Real Estate Elective Topics, PWAR
32. *58983 Legal Updates & Emerging Trends (Real Estate Law), 3 hours Residential Real Estate Mandatory Topics, PWAR
33. *58988 Industrial Sites: Acquisition, Development and Environmental Due Diligence (Other Real Estate Related), 3 hours Commercial Real Estate Elective Topics, Univ. of VA School of Continuing & Professional Studies
34. *58992 Current Issues & The Hampton Roads Fair Housing Audit (Fair Housing), 3 hours Residential Real Estate Mandatory Topics, Housing Opportunities Made Equal of VA, Inc.

35. *58994 RI 410: The Code of Ethics is Good Business (Ethics & Standards of Conduct/Current Industry Issues and Trends), 3 hours Residential Real Estate Mandatory Topics, VAR
36. 58997 RI 410: The Code of Ethics is Good Business (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, VAR
37. *58999 RI 408: Tax & Investment Strategies for Real Estate (Finance), 4 hours Residential Real Estate Elective Topics, VAR
38. *59003 Short Sales Seminar (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, VAR
39. *59015 Advanced Buyer Agency (Agency Law), 3 hours Residential Real Estate Mandatory Topics, Williamsburg Real Estate School
40. *59017 Systems for Superior Service (Selling Process), 3 hours Residential Real Estate Elective Topics, Williamsburg Real Estate School
41. *59019 Post Listing Evaluation in a Down Market (Selling Process), 2 hours Residential Real Estate Elective Topics, Williamsburg Real Estate School
42. *59024 Night Court: Realtor Feud (Agency/Fair Housing/Contracts/Law Changes)(Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Peninsula Real Estate School
43. 59025 Ethics & Standards of Conduct, 3 hours Residential Real Estate Mandatory Topics, Moseley Real Estate School
44. 59026 Ethics & Standards of Conduct (**CRP**), 3 hours Residential Real Estate Mandatory Topics, Moseley Real Estate School
45. 59027 Agency Law, 3 hours Residential Real Estate Mandatory Topics, Moseley Real Estate School
46. 59028 Agency Law (**CRP**), 3 hours Residential Real Estate Mandatory Topics, Moseley Real Estate School
47. 59029 Fair Housing (On-line), 3 hours Residential Real Estate Mandatory Topics, Dearborn Financial Publishing, Inc.
48. *59031 Understanding 1031 Tax Free Exchange (Other Real Estate Related (**CRP**), 4 hours

- Residential Real Estate Elective Topics,
Alpha College of Real Estate
49. *59035 Commercial Real Estate - Understanding
Investment (Other Real Estate Related
(**CRP**), 4 hours Commercial Real Estate
Elective Topics, Alpha College of Real
Estate
50. *59037 Introduction to Commercial Estate (Other
Real Estate Related (**CRP**), 4 hours
Commercial Real Estate Elective Topics,
Alpha College of Real Estate
51. *59039 Commercial Real Estate Listing Properties
(Other Real Estate Related (**CRP**), 4 hours
Commercial Real Estate Elective Topics,
Alpha College of Real Estate
52. *59041 Property Management & Managing Risk (Risk
Management (**CRP**), 4 hours Property
Management Mandatory Topics, Alpha College
of Real Estate
53. *59045 Business Planning #1 - The Elements of
Business Planning & Economic Model
(Business Planning), 4 hours Residential
Real Estate Elective Topics, Top Producer
Academy of Real Estate
54. *59047 Business Planning #2 - Prospecting & The
Lead Generation Business Model (Business
Planning), 4 hours Residential Real Estate
Elective Topics, Top Producer Academy of
Real Estate
55. *59049 Business Planning #3 - The Budget Planning
Model & The Organizational Model (Business
Planning), 4 hours Residential Real Estate
Elective Topics, Top Producer Academy of
Real Estate
56. *59051 Business Planning #4 - Goal Setting &
Writing the Plan (Business Planning), 4
hours Residential Real Estate Elective
Topics, Top Producer Academy of Real
Estate
57. *59053 The Government Response to the 2008 Real
Estate Crisis/VHDA (Finance), 3 hours
Residential Real Estate Elective Topics,
Central Virginia School of Real Estate
58. *59055 FHA Basics for Real Estate Professionals
(Other Real Estate Related (On-line), 3
hours Residential Real Estate Elective
Topics, U.S. Department of Housing & Urban
Development/FHA

- 59. *59057 Short Sales, Disclosure, Agency, REIN & WAAR, Taxes (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Liz Moore University, LLC
- 60. *59059 Real Estate Contracts (Offer to Purchase), 3 hours Residential Real Estate Mandatory Topics, Alpha College of Real Estate
- 61. 59060 REIN'S Standard Purchase Agreement Review (Offer to Purchase), 3 hours Residential Real Estate Mandatory Topics, Alpha College of Real Estate

D. Three Limited Service Agency Courses were reviewed. Of these courses:

One application for an original Limited Service Agency course offered by an approved school was approved:

- 1. 58989 Limited Service Agency (CRP), 2 hours
Limited Service Agency, NVAR

One application for a previously approved Limited Service Agency course offered by an approved school was approved:

- 1. 58874 Limited Service Agency, 2 hours Limited Service Agency, The Frederick Academy of Real Estate

One application for an original Limited Service Agency course offered by a school with a pending school application was approved:

- 1. 58883 Limited Service Agency, 2 hours
Limited Service Agency, Data Connection, LLC

E. Three applications for original Salesperson Pre-licensing courses were reviewed and approved:

- 1. 60-hour Salesperson Principles and Practices of Real Estate Classroom Course, Montague Miller Real Estate Academy
- 2. 60-hour Salesperson Principles and Practices of Real Estate Classroom Course, Moseley-Dickinson Academy of Real Estate
- 3. 60-hour Salesperson Principles and Practices of Real Estate Correspondence Course, Moseley-Dickinson Academy of Real Estate

F. Eleven Pre-Licensing Instructor Applications were reviewed. Of these, ten applications were approved. One application was denied (Jeremy C. Johnson) because the applicant did not demonstrate expertise in teaching "Principles and Practices of Real Estate" with at least three years of experience in that field.

1. Sara Beth Santa Ana
2. Harry Carl Gordon
3. Jeremy C. Johnson (Expert)
4. William Howard Byrd
5. Jeanette Arlene Baron-Snipes
6. James Patrick Wright
7. Joyce A. Larkin
8. Nancy Walker
9. Kevin Michael Maloney
10. Martha Cheyne-Ramirez
11. Karen A. Morgan

G. Twenty-one Continuing Education and Post License Education Instructors were approved to teach previously approved continuing and post license education courses:

1. **Judith Laxague, Eugene Mason, Bernice Brown, Jeremy Gaudreau, Scott McClain and Annette Rooney** - 58806 (Real Estate Contracts), 58840 (VA Legislative Updates), 58796 (Real Estate Agency), 58802 (Smart Growth in VA), 58804 (Internet's Effect on VA Real Estate Transactions), 58800 (Real Estate Fair Housing), 58842 (Legal Ethics & Professionalism in Real Estate Law), 58793 (Home Sales and the Economy), 58790 (Do Not Call Rules and Regulations), 58798 (Real Estate Ethics and Standards of Conduct), 53564 (VA Real Estate Trends and Legal Ethics), 58844 (VA Real Estate Law Update), 58846 (VA Salesperson CE: Mandatory & Elective Topics), 58848 (VA Broker CE: Mandatory & Elective Topics), 53780/53781 (Ethics and Standards of Conduct), 53748/53749 (Fair Housing), 53772/53773 (Finance), 53742/53743 (Property Law), 53750/53751 (Technology), 53755/53756 (Real Estate Law), 53758/53759 (Agency Law), 53762/53763 (Land Use Issues), 53764/53765 (Property Valuation and Listing Process), 53776/53777 (Offer to Purchase), 58699 (Limited Service Agency), 58587 (Cases in Improper Listing, Leasing and Commissions), 58585 (Cases in Personal Misconduct and Proper Supervision), 58545 (Cases in Advertising and Communication), 58547 (Cases in Agency Initiation, Supervision & Management), 58549 (Cases in Improper Disclosure & Disclosure Management), 58551 (Cases in Escrow Account Management), 58553 (Cases in Improper Dealing

and Financial Management), 57941 (Cases in Agent Misconduct), 58794 (Agent Supervision and Management), **Moseley Real Estate Schools, Inc.**

2. **Wassim M. Malkoun, Brian Haug, Brian Pawsat, Carol DiQuollo, Gene Allue, Harsh Patel, Kellian McIlwrath and Dave Jones** - 58704/58705 (Growing Your Business with FHA), **Long and Foster Institute of Real Estate**

3. **Nell Lennon and Jill Malloy** - 54978 (Accredited Buyer's Representative), **Long and Foster Institute of Real Estate**

4. **Roger Smith** - 57251 (Diversity and the Real Estate Professional), 57252/58263 (Selling to the Senior Market), 57253/58261 (Anti-trust and Lead Paint), 57242 (VA Real Estate Law), 57243 (VA Agency Law), 57244 (Residential Ethics, Issues and Trends), 57246 (VA Finance), 57249/58265 (VA Offer to Purchase), 57250/58264 (Residential Real Estate Technology), 57257 (Fair Housing - Law of the Land), 57256 (Residential Finance), 58257 (Property Management), 58258 (Environmental Issues), 58259 (Working with Diversity to Assist the Consumer), 58260 (VA Mandatory Core Course), 58262 (Risky Business - Risk Management Techniques), **American School of Real Estate Express**

5. **Pamela Clough, Philip Blake and A. Benjamin Horton** - 57266/57267 (Home Inspections), 56921/56922 (Fair Housing), 57585/57586 (Foreclosure, REOs and Short Sales - A Primer), 57497/57498 (New VA Residential Property Disclosure Statement), 56405 (2007 New Agency Law in VA), 57499/57500 (Newest Appraisal & Financing Contingencies), 56164/56165 (Fair Housing Act Seminar), 56403/56404 (Agency Law Demystified), 52543 (Congratulations You Got the Listing), 52283 (Contracts with Escalators), 55839/55840 (Earnest Money Deposits), 56402/56550 (Ethics for RE Agents - The Basics), 52542 (IRC 1031 Tax Deferred Exchanges), 55557/55558 (New Regional Sales Contract - Primer), 55555/55556 (New Regional Sales Contract), 52544 (Unconventional Transactions - A Primer), 52282/53289 (Unconventional Transactions), 57201/57202 (What is Delivery?), 56585/56586 (Limited Service Agency), 57203/57204 (Bankruptcy and Foreclosure), 56551/56552 (Contract for Deed - An Overview), 56593/56594 (Title Insurance - What is It?), 56919/56920 (Ethics for RE Agents), 57587/57588 (Foreclosures, REOs, Short Sales), 57239/56819 (Foreign Sellers and Buyers), 57254/57255 (Navigating the VA Jurisdictional Addendum), 57256/57257 (Mold: A Growing Problem), 56166/56167 (Understanding Your upcoming VA Transaction), 57923/57924 (NVAR's 2008 Contingencies/Clauses

Add. Sales Cont), 57919/57920 (NVAR's 2007 Listing Agreement), 57921/57922 (New Forms for 2008), 57578/57589 (New 2006 Regional Sales Contract), 58399/58400 (Legal Updates and Emerging Trends), 58406/58407 (Highlights of NVAR's 2006 Regional Sales Contract), **MBH Settlement Group, LC**

6. **Allen Hutcheson** - 55262/55263 (An Ounce of Prevention: Fair Housing Laws), **Williamsburg Area Association of Realtors**

H. Other Business

1. The Committee reviewed the number of classroom continuing education hours required by Maryland, North Carolina, South Carolina, West Virginia and Washington D.C. for license renewal (Memorandum attached).
2. The Committee requested that staff determine whether a guidance document is needed to clarify 18 VAC 135-20-360.B.3 of the Board's Regulations.

I. There being no further business nor public comment, the meeting adjourned at 3:57 p.m.

*** Continuing Education and Post License Education Course Companion Applications**

Memorandum

TO: REB Education Committee

FROM: Kevin Hoeft
Education Administrator

DATE: November 5, 2008

SUBJECT: Classroom and Distance Education CE Requirements in Other States

The Virginia Real Estate Board allows licensees to complete all Continuing Education (CE) or Post License Education (PLE) renewal requirements by classroom or distance education (on-line, correspondence, CD) courses.

The Maryland Real Estate Commission allows licensees to complete their 15-hour biennial CE requirement by classroom or distance education courses.

The West Virginia Real Estate Commission allows licensees to complete their seven-hour annual CE requirement by classroom or distance education courses.

The South Carolina Real Estate Commission allows licensees to complete their eight-hour biennial CE requirement by classroom or distance education courses.

The North Carolina Real Estate Commission requires that licensees complete their annual "Four Hour Real Estate Update Course" in a classroom. Licensees can complete their annual four hours of CE electives by classroom or distance education courses.

The District of Columbia Real Estate Board requires that licensees complete their biennial nine hours of mandatory CE courses in a classroom. Licensees can complete their biennial six hours of CE electives by classroom or distance education courses.